

Message Text

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P 182244Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST PRIORITY

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E.O. 11652: N/A

TAGS:SWEL, EAID, RO

SUBJECT:EARTHQUAKE ASSISTANCE: ROMANIAN LISTS

REFS: (A) BUCHAREST 1733; (B) BUCHAREST 1774

1. SUBJECT LISTS PASSED TO BOTH ROSENTHAL IN NEW YORK AND ECONOMIC COUNCIL HEADQUARTERS AT CHAMBER OF COMMERCE IN WASHINGTON. ROSENTHAL'S REACTION TO NEWS OF LISTS WAS SOMEWHAT CAUTIOUS. WHILE INTERESTED IN SEEING THEM, HE FELT THE ROLE HE COULD BEST SERVE AT THIS POINT WAS TO CONTINUE HIS PERSONAL EFFORTS TO RAISE MONEY FOR THE EARTHQUAKE RELIEF FUND HE HAD HELPED ESTABLISH. HE WAS VERY RELUCTANT TO CALL U.S. COMPANIES AND IN EFFECT SOLICIT DONATIONS (OR STIMULATE SALES INTEREST THROUGH UNDEFINED LIMITED OFFICIAL USE

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SPECIAL CREDIT ARRANGEMENTS) OF PRODUCTS TO ROMANIA. HE HAD EXPRESSED THIS VIEW TO AMBASSADOR NICOLAE.

2. ROSENTHAL'S APPROACH TO RAISING MONEY AT THIS POINT IS A 2-PHASED EFFORT. FIRST, HE IS WRITING LETTERS TO SOME 60 TO 70 FRIENDS IN THE BUSINESS COMMUNITY WHOSE COMPANIES HE FEELS MIGHT WISH TO MAKE A CONTRIBUTION TO EARTHQUAKE

RELIEF IN ROMANIA. SECOND, HE IS WRITING TO SENATOR KENNEDY URGING HIM TO INTRODUCE LEGISLATION THAT WILL BRING USG RELIEF AND REHABILITATION ASSISTANCE TO ROMANIA. IN

ADDITION TO THESE EFFORTS ROSENTHAL HAS URGED NICOLAE TO APPROACH BOTH STATE (SECRETARY VANCE) AND THE WHITE HOUSE (BRZEZINSKI) REGARDING A DECISION ON AND SPEEDY IMPLEMENTATION OF USG ECONOMIC ASSISTANCE.

3. WE HAVE ASKED ROSENTHAL TO LOOK AT THE LISTS AND SEE IF THERE AREN'T PARTICULAR COMPANIES WITH WHOM HE MIGHT WISH TO SPEAK ON A SELECTED BASIS. HE WILL BE TRAVELLING UNTIL MARCH 21 AFTER WHICH WE WILL BE BACK IN TOUCH WITH HIM. WE ARE ALSO IN TOUCH WITH THE CHAMBER OF COMMERCE AND WILL BE COORDINATING OUR EFFORTS WITH ROSENTHAL AND THE COUNCIL THROUGH THEM.

4. DOC/BEWT AFTER CONSULTATIONS WITH STATE, BEGAN CONTACTING U.S. FIRMS ON MARCH 16 REGARDING INFORMATION IN LISTS FROM PARAS 2, 3, AND 4 IN REF (B). BEWT APPROACH TO FIRMS WAS THAT IT HAD RECEIVED INFORMATION FROM GOR IDENTIFYING THEIR FIRM FOR POSSIBLE TRADE OPPORTUNITIES IN AFTERMATH OF EARTHQUAKE. BEWT INDICATED THAT IT DID NOT HAVE ANY SPECIFICS BUT THAT TONE OF THE LIST SEEMED TO INDICATE THAT MANY ITEMS WERE REPLACEMENT PRODUCTS FOR THOSE DAMAGED IN THE EARTHQUAKE. BEWT FURTHER RECOMMENDED THAT INTERESTED FIRMS FOLLOW-UP WITH GOR COMMERCIAL OFFICE IN N.Y.

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5. PROBLEM DEVELOPED ON MORNING OF MARCH 17. FIRMS THAT HAD BEEN CONTACTED AND HAD CALLED ROMANIAN COMMERCIAL OFFICE DISCOVERED THAT FODOR DID NOT HAVE THE LISTS AND KNEW NOTHING ABOUT THEM. STATE HAD PASSED COPY OF THE LISTS TO AMBASSADOR NICOLAE ON MORNING OF MARCH 15 BUT HE HAD APPARENTLY NOT PASSED, OR EVEN MENTIONED, THE LISTS TO FODOR. DISCUSSIONS WITH FIRMS ALSO REVEALED THAT IN A NUMBER OF CASES GOR IS NOT SEEKING REPLACEMENT EQUIPMENT OR GOODS BUT NEW PRODUCTS. (WHILE ALL LISTS ARE BEING RUN THROUGH OEA TO DETERMINE WHETHER LICENSING PROBLEMS EXIST, WE WERE ABLE TO LEARN FROM FIRMS THAT SOME OF THE PRODUCTS HAVE LITTLE OR NO CHANCE OF BEING LICENSED.) IN ALMOST ALL CASES, COMPANIES INITIALLY INTERESTED IN PURSUING MATTER FURTHER WITH ROMANIANS.

6. A NUMBER OF U.S. FIRMS WERE SOMEWHAT ANNOYED THAT THE USG HAD APPROACHED THEM REGARDING LISTS ONLY TO FIND GOR OFFICIALS COMPLETELY IN THE DARK ABOUT THEM. LACK OF INFORMATION ON ROMANIAN SIDE HERE HAS NOT HELPED OUR

EFFORTS TO SEEK COOPERATION AND SUPPORT OF U.S. BUSINESS
COMMUNITY FOR EARTHQUAKE RELIEF EFFORT.

7. IN LIGHT OF THE ABOVE CONFUSION, BEWT SUSPENDED
CALLING FIRMS (AFTER HAVING GONE THROUGH ALL THOSE IN
PARA 2 AND MOST OF PARAS 3 AND 4) AND URGED FODOR TO
(1) GET LISTS FROM AMBASSADOR NICOLAE AND (2) SEEK
INSTRUCTIONS ON THESE LISTS FROM BUCHAREST, PARTICULARLY
PRODUCT SPECIFICATIONS AND HOW GOR INTENDS TO FINANCE
THESE PURCHASES. (IONITA ASSURED DEPARTMENT OFFICER
MARCH 18 THAT FODOR NOW HAS LIST.)

8. WE REQUEST EMBASSY DISCUSS WITH MFA AND MFT URGENT
NEED FOR THEM TO INSTRUCT GOR EMBASSY REGARDING PURPOSE
THESE LISTS AND PROCEDURES FOR HANDLING QUERIES FROM
FIRMS.

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Sent Date: 18-Mar-1977 12:00:00 am
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Disposition Date: 22 May 2009
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